

eclipse

Aerodynamic skirts Group Buying Initiative



- Aerodymax is an alumni of the [100+ Accelerator](#) program. A program through which efforts, money and opportunities are invested into sustainability focused start-ups. AB InBev piloted Aerodymax's solution during cohort 4 of the program together with Jost Group.
- Aerodymax developed aerodynamic truck skirts for trailers in the European market with the aim to **reduce fuel consumption and emissions by 3-5%**. During the pilot, the solution was tested in a controlled environment excluding external factors influencing fuel consumption like driver behavior, topography, weight of the shipment. After 70,000 km's driven, the pilot confirmed a fuel consumption reduction of 4.89% on average.
- The skirts come with a standard 3-year warranty, require no maintenance, and are expected to serve the lifetime of a trailer, to assure big return on investment.
- Through the Eclipse program we offer to **scale** this solution **together** for efficient transportation on existing fleet, leveraging the scale of the full value chain and exchanging the learnings to move beyond pilot stages to go for faster adoption. Group purchasing ensures **discounts** and **extended product warranty** with 1 year, while collectively **reducing fuel costs** and **carbon emissions**.

Cost breakdown: Aerodymax standard retail price

EQUIPMENT

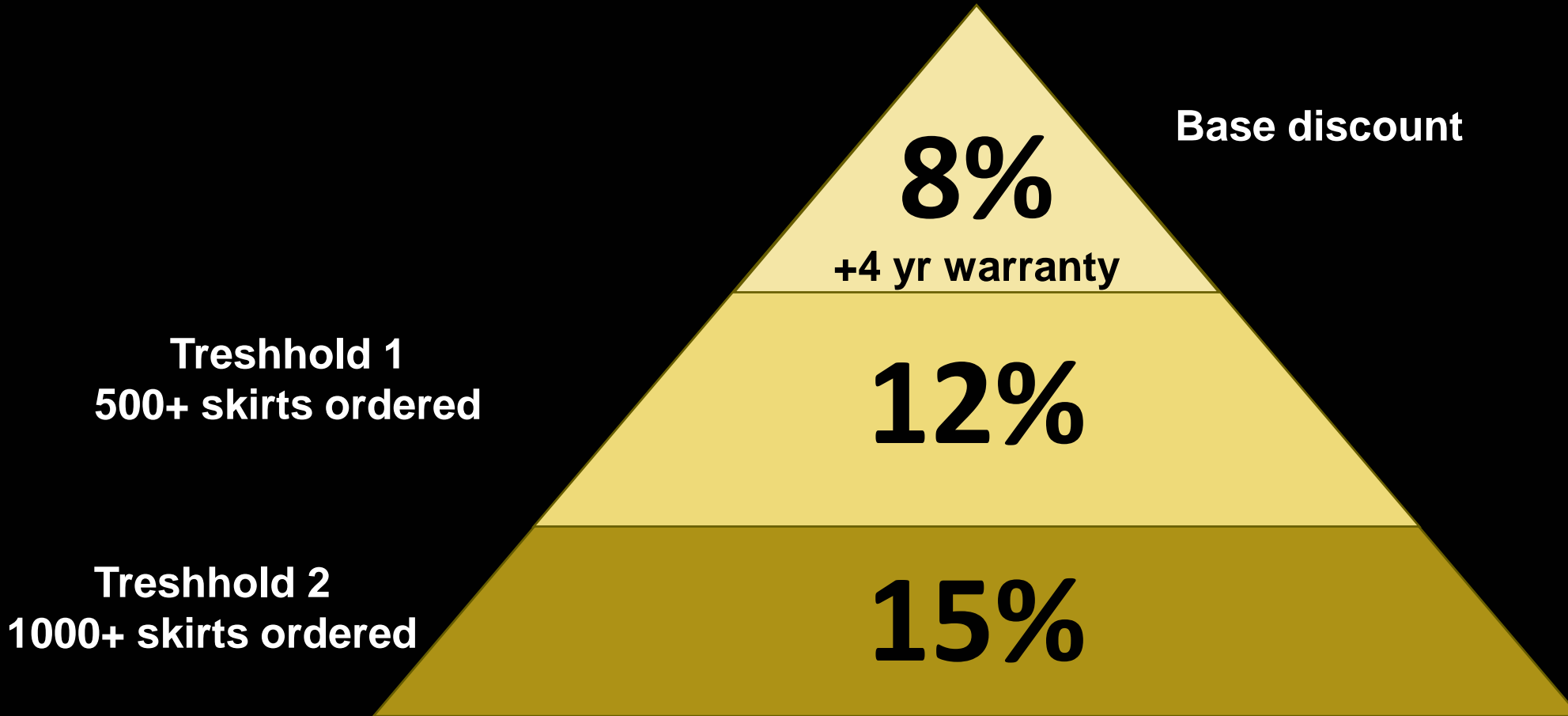
1600 EUR

INSTALLATION*

300 EUR

*Installation costs can be limited to 10 trailers if carrier has the ability to install skirts themselves, after an installation training provided by Aerodymax and remote assistance

Eclipse program discounts* based on group order size



*On both equipment and installation costs

What can you expect from the initiative?

Step 1: Registration of interest

Information sharing
between carriers
and Aerodymax

Step 2: Defining pricing

Final pricing set
based on the interest

Standard retail price: €1600
Group buying price >1000
pcs : €1360

Step 3: Contractual agreement

Conclusion of
agreement between
Carrier and
Aerodymax, skirt
installation

Details

1	Registration open as of end of October	2024 Oct
2	Expression of interest	2024 Oct – Feb 2025
3	Final price communication	End Feb 2025
4	Contractual agreement between carrier and Aerodymax	From March 2025
5	Installations with Aerodymax	From March 2025 upon signed contract
6	Post-installation validation with ABInBev	3 months after installation

